

Shipping MANAGEMENT

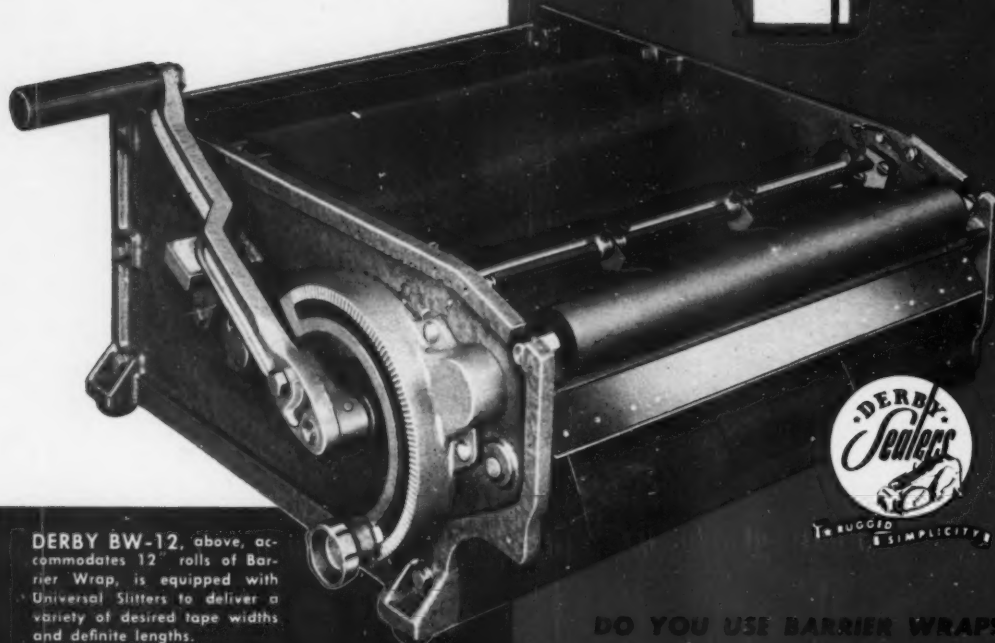
Packing Transport Handling



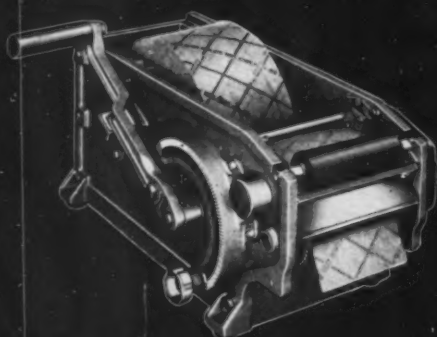
A. J. Lukes, Jr., Merchandising Manager, Victor Manufacturing & Gasket Co., inspects an unusual type of automatic gummed taping machine, specially designed for sealing folders. See story, page 7.

MAY 1953

ANOTHER DERBY



DERBY BW-12, above, accommodates 12" rolls of Barrier Wrap, is equipped with Universal Slitters to deliver a variety of desired tape widths and definite lengths.



DERBY BW-4, above, accommodates 4" rolls of Barrier Wrap, dispensed in pre-determined lengths.

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● Gerrard Steel Strapping Division specializes in tying, and offers both twine and steel—whichever best fits your needs.

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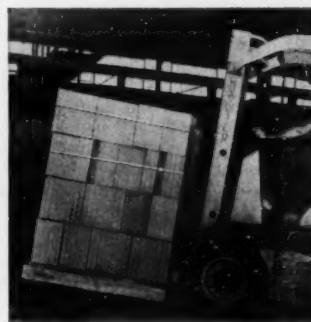
GERRARD'S TWINE SEALER is easy and fast to operate. Bundles are limited to 14" in width and 9" in height, length unlimited.



GERRARD ROUND STRAP holds cans firm for shipping. Machine on suspension can be moved aside when not in use.



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U-S-S GERRARD STEEL STRAPPING



UNITED STATES STEEL

FREE LITERATURE

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BARRIER WRAP DISPENSERS . . . This brand new machine is an essential in your shipping room if you use barrier wrap. It gives you your own selection of measured lengths and widths of barrier wrap in one operation. For details from Dept. SM, check 10.

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SHIPPING MANAGEMENT

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5/53

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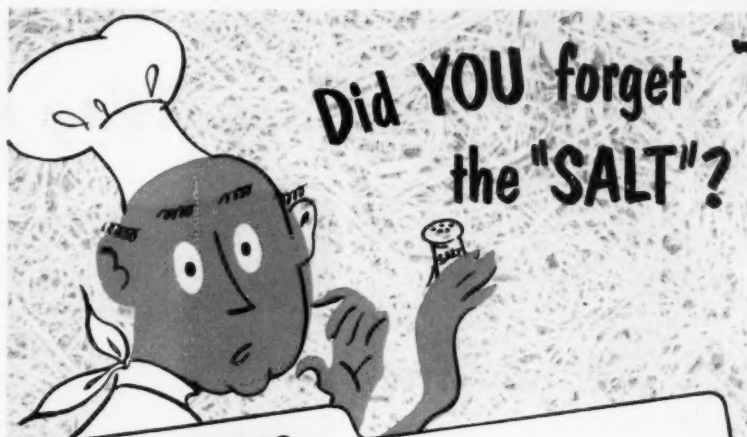
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PERFECT SEALING? . . . May is perfect sealing month. Join those in industry who are making sure their packages are sealed the best way by finding out about this special celebration, check Number 27.



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INGREDIENTS FOR PERFECT SHIPPING

- Clean and prepare car carefully
- Make detailed loading plan
- Use efficient bonded block load pattern or other proved method of unitizing
- Bulkhead and brace adequately
- Check continuously for tight load
- Use suitable dividers between sections of different size cases
- CUSHION END-WALLS with heavy PROTEX blankets to absorb shock
- CUSHION FLOORS or RACKS with PROTEX blankets to protect load against snagging

The proper mixture of the above will give perfect results only if that final bit of seasoning, called cushioning, is added. Without it, end crushing, floor snagging and resulting saw-toothing of containers with its accompanying damage is sure to occur even with normal handling.



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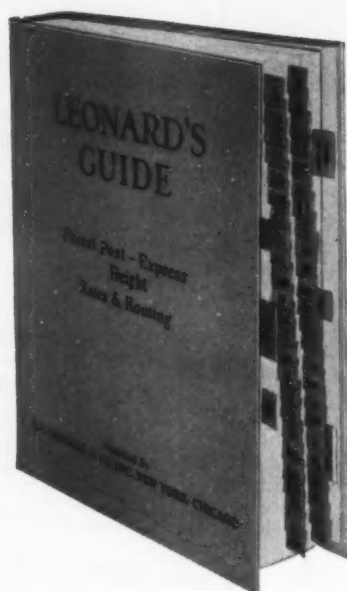
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Packing

A Punch..By S. H.

THE 1953 ISSUE of *Better Shipping Manual*, out this month, has, as its theme, *packing as a science*. Taking cognizance of the fact that the importance and complexity of the whole field of packaging has continuously and rapidly increased during the last 10 years *B.S.M.* in its fourteenth issue shows how packaging has come to employ engineering principles in every phase.

The Foreword to the current issue notes "the fact that packing is now governed by scientific engineering principles . . . evident . . . in the large number of university departments now presenting degrees to packaging engineers."

In conformance with the scientific trend, more material on tests and container testing has been presented than at any time in the last few years. Many of the tests now being used to make containers live up to the performance standards set up for them are analyzed and discussed. One article examines the entire field of testing, its use and need. Another article tells what the shipping manager looks for in the container he purchases, and what tests he should put containers to before buying.

An entirely new section on Parcel Post Shipping has been included in the 1953 issue of *B.S.M.* Here, in a compact unit, are given tips and suggestions about the use of every kind of parcel post shipping, including air parcel post. Air parcel post, only recently arrived as an

(Continued on Page 20)

ON OUR COVER

VICTOR Manufacturing & Gasket Co. is the world's largest manufacturer and supplier of gaskets and sealing products. Hence it is natural that they have had to solve many packaging and gummed taping problems.

For example, to package part of their gasket line, they designed automatic gummed taping machines. These machines apply gummed tape to corrugated folders of the gaskets on an assembly line basis.

But a special problem to the Victor engineers in designing the machines was in properly moistening and conditioning the gummed tape fast enough for high speed sealing. During an experimental period, they tested many brands of tape, and found their problem solved by the use of Blue Ribbon Super-standard Gummed Tape. This tape is ready for action the instant it is moistened. It grips immediately without excessive pressing. It permitted Victor

(Continued on Page 25)



MAY, 1953

VOL. 18, No. 5

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SHIPPING MANAGEMENT, MAY, 1953

Shipping MANAGEMENT

FOR SHIPPING AND TRAFFIC EXECUTIVES
425 FOURTH AVENUE, NEW YORK 16, N. Y.

MAY, 1953
VOLUME 18
NUMBER 5

Perfect Sealing Month Campaign Increases Shipping Manager "Know-How"

By PHILIP O. DEITSCH
Managing Director
Gummed Industries Association, Inc.



Mr. Deitsch tells in the accompanying article how the Gummed Industries Association has been actively pushing its first "Perfect Sealing Month" campaign to follow in May on the heels of the annual April "Perfect Shipping Month". An illustration of the promotional work being done in this campaign is shown in cartoon strip which appears at the bottom of page 15 of this issue.

DURING THE RECENT N P T A Conventions held at Chicago and New York, one of the most frequently discussed topics was the ever important subject of manufacturer-merchant relationships.

The Gummed Industries Association, desiring to transform this seemingly endless discussion into action has adopted a sound merchandising policy which illustrates manufacturer-merchant cooperation at its best.

Most manufacturers of Gummed Sealing Tape have long appreciated the fact that to successfully promote their product, representation by aggressive paper merchants was necessary. This realization that the distribution of Sealing Tape is a joint responsibility of both the manufacturer and the merchant has resulted

in a campaign which reached its apex this month of May, 1953, which the Association has established as "PERFECT SEALING MONTH."

The 1953 campaign which is the culmination of a five year educational and advertising program is predicated upon the theme of "STOP THIS WASTE IN YOUR BUSINESS." Waste in this instance means, of course, the many millions of dollars in damage claims filed each year with the Carriers. Much of this annual waste can be materially reduced if the methods advocated by the Association replace the shoddy closure practices still engaged in by some shippers.

Three Main Divisions

The "May Is PERFECT SEALING MONTH" campaign has been organized by the Association's Educational and Advertising Committee in the following manner:

1—Beginning with the month of February, the Gummed Industries Association initiated its annual national advertising program through the use of media such as magazines and other various publications in the packaging, paper, and general business fields.

2—On March 1st, a letter was released by Association Headquarters to all Paper Merchants throughout the country, announcing the fact that May has been designed as "PERFECT SEALING MONTH" and

(Continued on Page 22)

AMA Packing Show Again Breaks Attendance Records

AN ESTIMATED 27,500 persons viewed the products of 350 exhibitors at the American Management Association's 22nd National Packaging Exposition on Navy Pier in Chicago, April 20-23, 1953, making it far and away the largest packaging show in history.

Attendance during the first three days of the four-day exposition totaled more than 26,000, already a record. Last year's show in Atlantic City, the largest held up to that time, drew nearly 22,000 visitors to 103,000 square feet of displays set up by 326 exhibitors. This year the exposition occupied 125,000 square feet. The last Chicago show, held in 1950, attracted 19,000 visitors.

Every state and some 30 foreign countries, among them India, Germany, Brazil, and the Philippine Islands, were represented among the show visitors. Canada sent the largest delegation—more than 300. Machines from Italy, France, and Switzerland were on display along with American equipment and packages.

900 Attend Conference

Nine hundred packaging executives attended the three-day AMA Packaging Conference, held concurrently with the show. Thirty speakers and session chairman discussed trends and problems in both the selling and production areas of the more-than-\$7-billion-a-year packaging industry.

The competitive emphasis now growing throughout American industry was evident in both the conference discussions and the exposition itself. Reflecting the shift in packages' function from mere containers to salesmen of their products in self-servicing retailing, package designs and materials stressed eye appeal and product information. Even shipping containers were spruced up to sell as well as protect. On the production side of packaging; mechanization was the keynote, with a variety of automatic and semi-automatic machines pointing the way to faster packaging of more items at less cost.

Plastic and other synthetic materials were much in evidence, with applications all the way from heavy machinery to tiny consumer packages. A spokesman for the Plastics Division of Monsanto Chemical Company, one of the exhibitors at the show, forecast greatly

increased use of plastics by the packaging and container industry, which last year consumed close to 500 million pounds of plastic materials valued at approximately \$300 million.

Growth In Plastics

Chief growth in the plastics family, Monsanto predicted, will be in styrene, for higher-priced food and drug items; plastic coatings for cellophane, paper, cardboard, and metal; and polyethylene, currently the rage among transparent films. Demand for polyethylene film is now so great that its suppliers, Bakelite Company, Du Pont, Celanese Corporation of America, and Olin Industries, were kept busy at the exposition explaining the shortage.

With polyethylene and other films, fruit and vegetable growers are beginning to ship food already ripe rather than expecting it to ripen in the box. This development, a Bakelite spokesman declared, points to increased home use of fresh foods rather than to the completely pre-cooked meals so often forecast for tomorrow's supermarket.

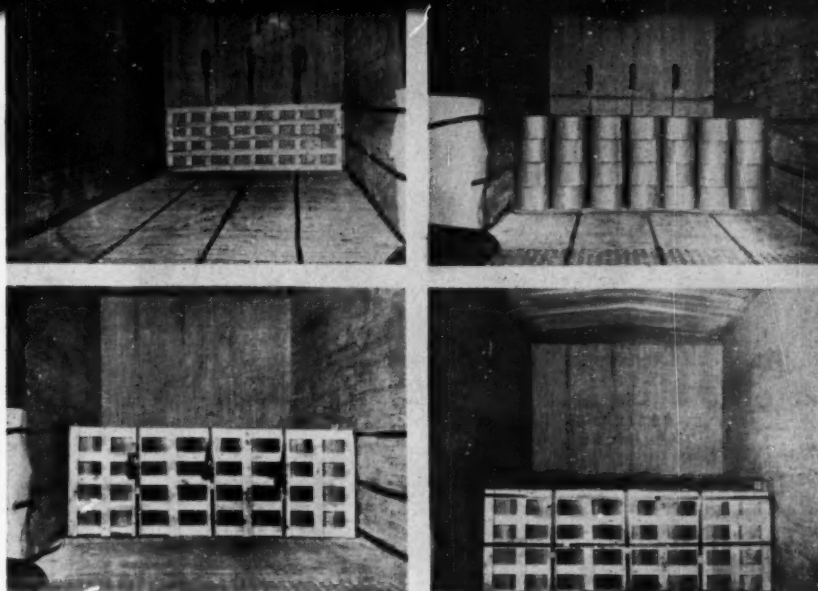
More Synthetic Resins

Synthetic resins, the source of polyethylene, also are getting increased application in adhesives for labeling packages and sealing cartons. Within five years, a Monsanto executive predicted, synthetic resin adhesives will account for 80 per cent of the total adhesives sales to the packaging industry. Last year about 40 per cent of the \$33-million adhesives business consisted of such synthetics. Thermoplastic resin adhesives, which require no water to make them stick, were featured at the show by a number of machine and label makers.

"Squeeze" packages of plastic film and vacuum and pressure packages were shown for a variety of products. More than 40 commonly used household aids are now being marketed in aerosol containers, which use gas pressure to dispense liquids or semi-solids.

Among the major merchandising trends evident at the show were lavish use of color on boxes, cans, and bags; increasing popularity of transparent materials to package products which have their own eye appeal, and smaller or fractional packages for single-use or small-family application.

"Floating Loads" Eliminate Freight Damage in Transit



Photos & Data Courtesy Acme Steel Company

Top Left: To prepare the car for a "controlled floating load" shipment of its waxed paper rolls, Central Waxed Paper Company positions the steel strapping and rear gate as shown.

Top Right: After placing strips of cardboard over controlades and along the floor to prevent scuffing, ten rows of rolls are stowed in this half of the car.

Bottom Left: After each half-car unit has been completely stowed, the vertical straps are joined, tensioned and sealed across front gate.

Bottom Right: The bracing is completed by tensioning and sealing the horizontal straps.

BY STRAPPING ITS CARLOAD shipments of paper products into "controlled floating loads," Central Waxed Paper Company, Chicago, has virtually eliminated all damage to its product during transit. In addition, it has cut loading time by 50 per cent.

Before the adoption of the floating load method of bracing, this paper manufacturer had a shipping problem that seemed to defy solution. No matter how securely its carloads of waxed paper rolls and cartons were braced, shipments to customers were damaged during transit. Reason: Wooden bulkheads used to brace shipments were smashed in transit, scattering contents over the entire car floor.

The company tried many methods of carload bracing. None solved the problem. Adding more lumber to brace the load was costly, time consuming and did not guarantee safe arrival. Their first trials with steel-strapped shipments were disappointing. Damage was not as severe as before, but was costly just the same.

Damage Reduced

Then the "controlled floating load" method of bracing was tried. Immediately, damage was reduced to almost nothing. Customer complaints fell to a whisper. In addition, loading time was reduced by 50 per cent. Former loading time ranged from six to twelve hours—depending upon the sizes of rolls or cartons being loaded. Now, two men with a lift truck select stock, stow it and brace it in three to six hours.

Here's a step by step analysis of how Central Waxed Paper now prepares floating load shipments of waxed paper rolls: First, three strands of 1¼-in. by .035-in. steel banding are passed through controlades fastened to the side walls of the car, see top left illustration. These will later be horizontal straps around the load. Next, three bands are laid on the floor, run up the

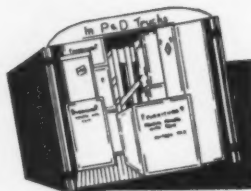
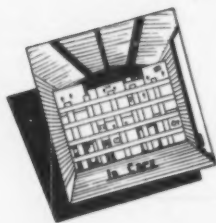
rear wall and temporarily stapled. These will be vertical straps. The controlades are used to retard shifting of the load and absorb the initial shock of any impact.

How Rolls Are Stacked

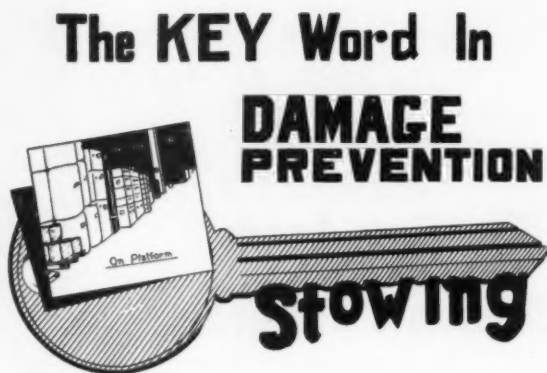
When all the banding is in place, the rear wooden gate is set into position at the car end. Next, strips of cardboard are placed over the controlades and along the floor of the car to protect the rolls from possible scuffing. Rolls are stacked four high in a 7-6-7 nested stowage pattern, see top right illustration. Odd rows are seven rolls, wide, even rolls six across. Ten rows of rolls make up this half-car unit.

When the ten rows are stowed, the front gate is positioned and the vertical steel bands, above and below the load, are tensioned and sealed across the front of the gate, bottom left. To complete the bracing, the horizontal bands are brought together, tensioned and sealed as shown, bottom right.

Enthusiasm of the company for steel strapped shipments has led them to encourage their suppliers to use strapping methods also. With suppliers adopting this method, Central Waxed Paper has been able to further reduce their unloading time. For example, palletization of one commodity cut unloading time from 40 man-hours to one hour's work for a single man with a lift truck.



The illustrations above and at right are from an American Association of Railroads poster, which is used by railroad shipping men on bulletin boards, and has been distributed widely to shippers. Other examples of railroad poster campaign work against loss and damage are shown elsewhere in this article.



'52 Loss and Damage Claims For RR's Came To Over \$100 Million

LOSS AND DAMAGE CLAIMS cost the railroads of the United States and Canada an estimated \$107 million in 1952, Warren R. White, container engineer, Union Pacific Railroad, Omaha, Neb., reported to executives attending the American Management Association's national packaging conference at Navy Pier in Chicago.

Although this figure is lower than the postwar high of \$135 million, it is "sufficiently large to point out the seriousness of the loss and damage problem," Mr. White said. "Unlike an expenditure for goods or services, which would represent the creation of national wealth, this represents an economic loss."

Partly responsible for this heavy damage toll, according to Mr. White, are changes in customs and practices. Cars are loaded more heavily today and are of greater capacity. Freight trains are longer and travel longer distances at higher speeds, and yard operations are faster.

Merchandise and containers are less sturdy than they formerly were. "No one expects," Mr. White pointed out, "that industry is going to give up fibreboard shipping cases and go back to the solid lumber boxes. Our national resources would not be adequate, for one thing. Yet it would be foolish to say that they offer as much protection from a gouging pipe or other freight in a mixed load of less-than-carload freight."

Since World War II industry has awakened to the importance of proper packaging and made constructive efforts to see that containers provide more efficient protection, Mr. White said. The reduced claim payouts

indicate that those efforts have been effective. With this example before them, shippers and carriers alike are now concentrating on proper carloading.

RR's Not Always To Blame

"All too often the condition of a jumbled-up load at destination is blamed on rough handling," Mr. White said. "Without denying that rough handling exists and is responsible for a certain amount of damage, it is blamed for more than its share." A recent comprehensive survey of shipping damage made by the railroads of the United States and the Fibre Box Association attributed 27 per cent of the causes of claims to conditions under the railroads' control, 34.4 per cent to conditions under the shipper's control, and 38.6 per cent to all other causes. Of the damage under the control of the shipper, 18.6 per cent was attributed to poor arrangement of load and 15.8 per cent to loose loading.

"Bonded Block"

For the past several years, Mr. White reported, his railroad's loss and damage prevention organization has been working with shippers of canned goods to improve their loading methods. One of the changes made was the substitution of "bonded block" or "brick wall" loading of cases (criss-crossed to form a tiered stack) for the old straight stacking. Average claim per claim car in 1950 was \$13.13; the following year it dropped to

(Continued on Page 28)

Mailing Speed Picked Up 50% Thru Use of Insulated Bags

Top: Burroughs supplies are gathered from storage bins, visible in background, and with the proper shipping labels, are brought to the mailing area by a shelved roller truck, the edge of which is seen at extreme left of picture. Articles are placed in insulated bags which are then closed with 3 staples from the hand stapler. Bags are then placed on an adjoining table.

Right: After sealing and labeling, bags are weighed and postage (furnished by an automatic postage meter) is affixed. Bags are now ready to be placed in outgoing mail bags. A four day time study shows that mailing time has been cut 50%, by using the insulated bags rather than standard cardboard cartons in this operation.

Burroughs Adding Machine Co.

Detroit, Michigan

SPEED OF MAILING of small articles and supplies by Burroughs Adding Machine Company has been increased 50% since the introduction of insulated bags used in conjunction with postage meter mailing machines. Three staples from a hand stapler are all that is needed to close the mailing bags. The accompanying photographs, especially made for *Shipping Management* by Burroughs, tell the story.

Note the compact sequence of packing, weighing and mailing equipment for small parts, as shown in the two photographs. Bags lie flat directly over the packing table, ready to be pulled out for instant use. Folded corrugated cartons lie flat in bins directly over the bags, for larger packing. Gummed tape machine is

Axes Successfully Shipped In New Corrugated Boxes

For their first major change in packaging methods in 25 years, Fayette R. Plumb, Inc., St. Louis, manufacturers of mechanics' hand tools, have adopted space-saving corrugated boxes.

Each telescope design box protects 4 single-bit or four double-bit axes in shipment. Two axes are packed in bottom of box and two in the lid. The axes are held securely by interior packing pieces taped to the box. Thus when the box is closed, the hand tools are held tight and prevented from shifting in transit.

The company reports that these new corrugated boxes not only keep the axes clean while in stock, but

The new corrugated boxes adopted by Fayette R. Plumb for packaging axes, as shown at right, not only keep the axes clean while in stock but their compactness saves valuable storage space.

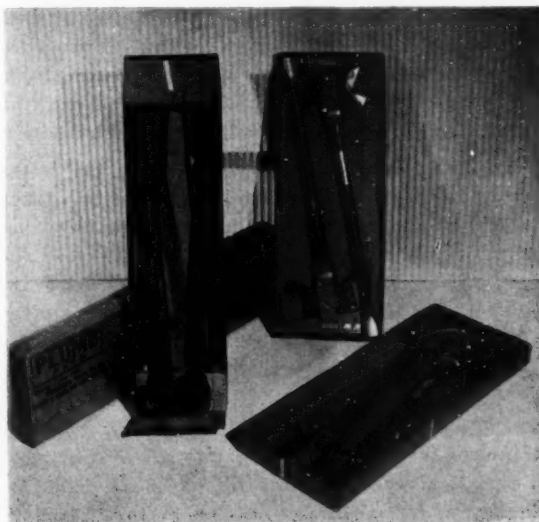
Photo & Data Courtesy Hinde & Dauch Paper Co.

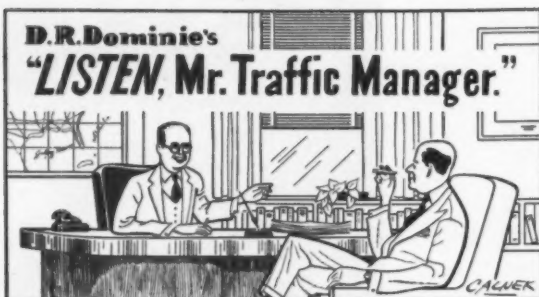


at the right of the packer, and at the far right is a zone-weighing scale.

In the second picture the same scale is shown being used to zone a small parts package. Right next to it is the postage meter mailing machine (foreground), and next to that are two U. S. mailing sacks, their mouths open, ready to receive a full load of packages.

their compactness saves valuable storage space, an important factor to dealers. Company name and other identification are printed in black and red on the cover.





A SHORT TIME AGO in this column, we outlined a proposed method of airfreight and parcel post combination method of distribution to points to some distance from place to manufacture. At that time we outlined the mechanics of such an operation and stated that we were at the present time making a complete and detailed investigation of this method as against that of the regional warehouse method of distribution in so far as cost and time to the consignee is concerned.

We have since completed the analysis with the aid of American Airlines Airfreight division. In brief, our findings were somewhat startling in so far as the regional method of distribution and the direct airfreight parcel post combination would cost almost the same. Our actual cost based on this survey indicated that for approximate billing of \$2,000,000 worth of material the warehouse distribution would be in the vicinity of \$65.00 more expensive than that of airfreight method of distribution. The entire analysis was based on the fact that we would ship via airfreight and charge the consignee F.O.B. Cambridge prices. The same would apply to the regional warehouse method.

Analysis Made

Inasmuch as both methods were so close we then figured on the basis of time involved for material to reach our consignees. At this point many shippers would have to analyze their individual problems to determine if time is such a factor. In the analysis which we made, we felt that time was enough of a factor to be given considerable weight, and consequently we decided that on the regional warehouse method. All figures were based on a Boston to west coast territories.

The sales policy of the company itself as well as the product being manufactured and distributed is perhaps the greatest factor in setting up for determining what method should be used. As we have stated before, the airfreight method of distribution is particularly applicable to those commodities which vary according to the demands of the market. These commodities would include such things as dresses, shoes, hats, perishables and so forth. Commodities which are in constant demand, which dealers are reluctant to carry because of the cost of the inventory are best handled by a regional warehouse. In this way a dealer knows that he can replenish his stock within 24 hours, and

will therefore, push sales on such an item knowing that he does not have to maintain a large supply of material which might become obsolete.

A further distribution analysis indicated that a manufacturer on the east coast who ships to the west coast can save a considerable amount of money by setting up a manufacturing and distribution plant on the west coast providing he continues to build consignee, F.O.B., and east coast point. Three alternatives were considered in this analysis: (1) direct distribution and manufacture from an east coast point, (2) manufacturer on east coast and shipped via carload lots to west coast distributing point, (3) manufacture and distribution direct from west coast, manufacturing point.



D. R. Dominie recently sent us the picture of himself seated at his desk dictating his column which is shown at the right. Mr. Dominie is Traffic Manager of The Polaroid Company in Cambridge, Mass., and has been contributing his column for many years, relating the solutions to problems which come up daily in his work.

Using a constant, we found that a certain quantity of production manufactured and shipped from the east coast and to territories on the west coast would involve a transportation charge of \$800.00, which if material was billed F.O.B. east would mean that consignee would pay that charge, and that consignor would make nothing on the transaction.

If the same quantity of material were manufactured in the east, but warehoused and distributed from the west coast to manufacturer, if he billed F.O.B. east would gain approximately \$205.00 for the same quantity.

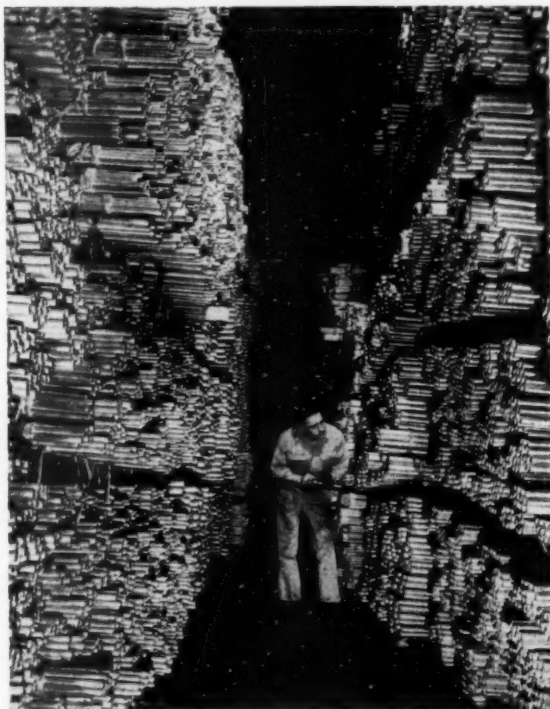
If the material were manufactured and shipped from west coast points to west coast points, the saving affected would be approximately \$482.00 for the same quantity of material.

It is obvious from the above figures, that if at all possible, that it is far more economical to manufacture and distribute from points directly in territories which need to be serviced. This should be borne in mind particularly where subcontractors are doing work in supplying the prime contractor. Many other factors should be taken in consideration in the event of distant distribution such as telephone calls, the cost of having personnel from the main plant making inspection tours,

(Continued on Page 22)

Bins On Shipping Floor Expedite Tubing Shipments

A new storing and handling system has been credited with expediting shipments of electrical metallic tubing at the Etna, Pa. plant of Spang-Chalfant.



Electrical metallic tubing made at Spang-Chalfant's plant at Etna, Pa., is stacked according to size in bins on the plant's shipping floor. Tubing is then ready for immediate shipment by truck or rail. According to the company, orders for SpanGleam EMT can now be filled without delay, in any size from one-half to two-inch sizes.

Bins have been built on the shipping floor at Etna and all SpanGleam EMT, after it has been finished and before it is shipped, is stacked in the bins according to size. Orders can be processed and shipments made without delay.

The company says production of EMT has been stepped up to build inventories so that all sizes, from

one-half to two inch, can be shipped very shortly after an order is received.

Scale-Model Toy Fork Truck Duplicates "The Real Thing"

Sure to gladden the heart of any engineer, gadgeteer and small boy alike is an authentic reproduction of a famous model lift truck. Designed to the 1/16 scale standard for precision-engineered models, constructed of steel and plastic to withstand rough handling, this fork truck replica captures in intricate detail many of



The scale model fork truck shown above is an authentic reproduction of a famous model, designed to the 1/16 scale standard for precision-engineered models. Future shipping room magnates can get lots of early practice with this interesting toy.

the basic features of the original. Moving a tiny gear shift lever tilts the mast to varied angles; forks may be raised and lowered by means of a lever projecting slightly from the rear of the "truck." Even the tires are actual scale models of those made by nationally known tire manufacturers for mass handling equipment.

Finished in regular power truck colors, this attractive miniature measures only 5 inches in height when mast is lowered and 8 inches from the rear to the tip of its shiny forks.

May Is Perfect Sealing Month



Package Engineer Activities

3rd Annual MH Forum Held In N. J. By AMHS & Stevens

Representatives of industry throughout New Jersey attended the Third Annual Materials Handling Forum at Stevens Institute of Technology, Hoboken, N. J. The session was jointly sponsored by the New Jersey Chapter of the American Materials Handling Society, and Stevens.



Left to right, frontrow: Dean Waldo Shumway, Stevens; Arthur Lesser, Jr., Stevens; J. Wellington Hall, Westinghouse Electric Corp., Newark; Davis C. Greene, Rapistan of N. J., Inc., Chatham; second row, A. J. Van Benschoten, Raybestos Manhattan Co., Passaic; Allen Spinner, Stevens; R. H. Graves, U. S. Metals Refining Co., Carteret; Adam Abruzzi, Stevens; third row, H. W. Underwood, Jr., Mack Manufacturing Corp., Bridgewater; Eugene Fezandic, Stevens; Maynard C. Isett, American Stores Co., Kearney; Sidney F. Borg, Stevens.

The five subjects discussed and their moderators were: "Special Problems," R. H. Graves, U. S. Metals & Refining Co., and Arthur Lesser, Jr., associate professor of industrial engineering. Factors Involved In A Comparison of Gas vs. Electric Industrial Trucks,—A. J. Benschoten, Manhattan Rubber Division, Raybestos—Manhattan, and Eugene H. Fezandic, professor of mechanical engineering. Improving Material Handling in Old and Multi-Storeyed Buildings,—Frank Gitt, Thos. J. Lipton, Inc., and Dr. Adam Abruzzi, assistant professor of industrial engineering. Should We Modernize the Old, or Build New One Story Buildings?—Maynard C. Isett, American Stores Co., and Sidney F. Borg, associate professor of civil engineering. Should We Rent or Buy Material Handling Equipment?—H. W. Underwood, Jr., Mack Manufacturing Corp., and Allen H. Spinner, assistant professor of industrial engineering.

Dean Waldo Shumway of Stevens gave the welcoming address. A film on materials handling as it relates to air cargo was shown and discussed by Arthur E. Armstrong of United Airlines.

AMA Holds Packaging Seminar Workshops In N. Y.

Three workshop seminars for executives in the packaging field were sponsored by the American Management Association, May 6-8 (Wednesday through Friday), at the association's headquarters.

Topics of the packaging seminars were methods to increase efficiency of the packaging production line, organization and administration of the industrial goods packaging operation, and organization and administration of the consumer goods packaging operation.

The first is directed to manufacturers of consumer goods items who require a high-speed packaging operation. Aspects of the subject discussed included selection of equipment, corrective and preventive maintenance, selection and training of packaging production

(Continued on Page 26)

Roberts Named SIPMHE V-P

Alvin S. "Cy" Roberts of the Insurance Company of North America, Philadelphia, has been appointed national vice-president of the Society of Industrial Packaging and Materials Handling Engineers, the national president, Stanley Price, Chicago, has announced.



The Gavel of Authority to preside over the newly organized Boston Chapter of the Society of Industrial Packaging and Materials Handling Engineers is handed to its new president, Francis Shaughnessy (left), by Alvin S. Roberts (right) of Philadelphia, SIPMHE national vice-president, who was installing officer when the chapter came into formal being in March. Looking on is John J. Reynolds, Jr., vice-president of the new chapter.

Roberts was appointed to fill the unexpired term of I. E. Thomas, Chicago, who resigned. John W. McReynolds, Kraft Foods Co., Chicago, was named national secretary to succeed Roberts.

Three new regional directorships have been created by SIPMHE. Appointed to fill them are F. Ray Christian, Lockheed Aircraft Co., Los Angeles, western regional director; E. B. Candell, General Electric Co., Nela Park, Cleveland, central regional director,

(Continued on Page 27)

**P. C. MEELFIELD NAMED SALES
PROMOTION MGR. FOR GAIR DIV.**

William T. May, Jr., vice president in charge of container operations at Robert Gair Company, Inc., New York, manufacturers of folding cartons, paperboard and shipping containers, announced today the appointment of Paul C. Meelfeld as sales promotion manager for that division.

**PAUL C. MEELFELD**

Mr. Meelfeld was formerly assistant vice president in charge of advertising and sales promotion at Hinde and Dauch Paper Co. of Sandusky, Ohio. He had been with that firm 35 years.

**GUM. PRODS. CO LICENSES PAPER
MILL WASTE ADHESIVE PROCESS**

Roth F. Herrlinger, president of The Gummed Products Company, Troy, Ohio paper converters, has announced that licensing arrangements have been completed with the International Paper Company, New York City, whereby International will make and sell adhesives manufactured from a formula containing spent sulphite liquor (a paper mill waste product) and polyvinyl alcohol. The Gummed Products Company holds Domestic and Foreign patents on this process.

International will market this synthetic adhesive in the Eastern Seaboard states, Great Britain, Sweden and Brazil, at first in powdered form and later in liquid form. It is currently being used on paper core winding and tube winding machines, but experiments are being conducted for a number of other applications, such as in multi-wall bags, corrugated and solid fibre board.

**LAMSON ANNOUNCES
THREE PROMOTIONS**

Robert I. Hicks, President of Lamson Corporation, Syracuse, N. Y., has announced the appointment of Calvin A. Burton as Assistant to the President. Mr. Burton, formerly Conveyor Sales

Manager, will be succeeded by Edward H. Woodberry. Gail D. Beaver, until recently Materials Handling Consultant, will become Product Sales Manager and assume Mr. Woodberry's previous responsibility for pallet loader sales together with other product sales.

Calvin A. Burton joined Lamson Corporation in 1919 and has held positions as district engineer, home office engineer, sales engineer in New York office, Industrial Sales Manager, and Conveyor Sales Manager. He is presently a member of Sigma Phi Epsilon Fraternity, Syracuse Chamber of Commerce and Lamson representative to Conveyor Equipment Manufacturer's Association.



New Lamson appointees: left, Calvin A. Burton, center, Edward H. Woodberry, right, Gail D. Beaver.

Prior to Mr. Woodberry's position as Pallet Loader Sales Manager, he held the position of field engineer at the company's Boston Office. Mr. Woodberry is a veteran of twenty years with the firm. He is presently a member of the New England Chapter of the American Material Handling Society.

Gail D. Beaver, who has been associated with package type conveyors for over thirty-five years, has been a member of Lamson's conveyor department the last thirteen years. Prior to Mr. Beaver's appointment as Materials Handling Consultant he was Supervisor of Sales Proposition Engineering.

**NWBA PREPARES FOR
ANNUAL SUMMER MEETING**

Advance reservations for National Wooden Box Association's annual summer meeting scheduled for June 18-20 at The Greenbrier, White Sulphur Springs, W. Va., indicate a large attendance representative of all nailed box and crate producing areas. Sessions for both work and play are included on the agenda.

C. D. Hudson, the association's executive vice president, said when announcing plans for the sessions: "Since the

setting for the meeting carries such a strong invitation for relaxation and recreation, the schedule for the three days has been arranged so as to hold all general sessions on the second day, leaving the afternoon of the opening for the annual golf tournament, and freeing the third day entirely for recreation."

The agenda as tentatively formulated reserves the morning of June 18 for committee meetings. The annual golf tournament where industry members will vie for the Cozier Cup will be held during the afternoon, and the annual dinner and entertainment is scheduled for the evening of the first day.

**FIBRE DRUM ASSOC. ELECTS
OFFICERS AT ANNUAL MEETING**

The Fibre Drum Manufacturers Association held their Annual Meeting at The Drake Hotel, Chicago, April 16 and 17. A meeting of the Specifications and Standards Committee was held on April 15 with Chairman F. K. Duffy, Carpenter Container Corporation, presiding.

Among the subjects discussed and acted upon at both meetings were proposals for complete revisions and additions to Federal Specification UU-D-723 Domestic and Overseas Types, and Military Specifications JAN-D-111 Overseas Type; recommendations to the British Standards Institution for graduated drop tests for fibre drums and terminology more comparable to U.S.A. standards; and recommendations to the Consolidated Classification Committee for clarification of the term "semi-liquids" on a viscosity and temperature basis, so that shippers, carriers and container manufacturers may know when to conform with the higher packaging requirements for liquids.

Assoc. To Join Branch

The Association also voted to join with the U. S. Department of Agriculture's P.M.A. Poultry Branch, and other organizations, in sponsoring a three day course to be given at the University of Maryland next September, covering the packaging and marketing of poultry and egg products.

The Fibre Drum Manufacturers Association has two foreign members who are cooperating with the drum manufacturers in the U. S. A. in standards for overseas containers for many products: Bowaters Fibre Drums Ltd., Brentford, Middlesex, England; and A. Pomeon et Cie, Oullins (Rhône) France.

C. E. Eggerss, Vice-President, Fibre

(Continued on Page 21)

NEW PRODUCTS & LITERATURE



TWINE SEALING MACHINE

A new completely automatic tying machine has been produced by the Gerrard Steel Strapping Division, United States Steel Corporation. It is called the Gerrard B.S.M. Twine sealing machine. With this machine the bundle is placed in the tying area, the operator steps on the pedal and in three seconds, the twine is wrapped around the bundle, drawn to a pre-set tension, securely fastened with a metal seal, and cut. The bundle is firmly gripped and the tie will remain net, strong and tight until the twine is cut. Several ties can be put around the bundle as quickly as it can be moved into position.

The twine sealer is completely automatic, makes a one-second wrap, and secures the twine with a metal seal so firmly that the twine will break before the seal will slip. Bundles are limited to a 14" width and a 9" height.

NEW SPRAY STRIP

A new, strippable, protective coating used to prevent damage to products resulting from moisture, salt air, salt water, grease, oils and abrasion during shipping or storage is announced by Eagle Chemical Company.

It is called "Spray-Strip" and is an aluminized coating that dries quickly in a matter of minutes and strips off easily without the use of a solvent.

"Spray-Strip" (liquid release barrier) is applied cold by brush, dip or spray and covers the product with a tough, resilient film which protects the product in transit or in storage, thereby cutting down damage claims, returns and replacements of merchandise. "Spray-Strip" is available in 1-gallon cans, 5 and 50 gallon drums.

NEW STENCIL SPRAY INK

An improved formula stencil ink in a time-saving aerosol dispenser has been presented by Acco Products. The product has been especially designed for the stencil user who is interested in increased efficiency and savings in labor costs though not operating on a mass production basis. Acco Stencil Spray ink is waterproof, dries instantly on contact and in operation acts as much as four times faster than conventional brush methods.

While designed to serve as an all-in-one unit for the smaller shipping room since it eliminates an initial investment in ordinary brush equipment, Acco Stencil Spray serves the large shipper as well. As a supplement to his production unit, the container is

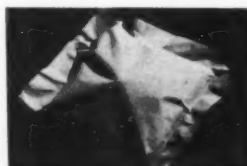
always handy and ready for instant use when brushes are in use at another location or an after-hours rush is needed.



The Acco Stencil Spray container features a directional spray nozzle that sprays stencil ink in a horizontal band where maximum ink application is needed. The nozzle has been designed to eliminate unnecessary ink waste and to produce a clean, neat appearance of the finished stencil marking. Standard 12 oz. containers are packed 12 to the case.

PROTECTIVE WRAP

Spot-Seal, a new protective wrap that forms a dust-proof, water-repellent, tamper-proof package, has just been announced by Sherman Paper Products



Corp. Spot-Seal is a specially coated wrap that sticks only to itself. Wrap-Seal around the object, press the edges of the sheet together, and the package is sealed.

Some of the applications of Spot-Seal show its versatility in many industries. Tool manufacturers wrap spare parts in Spot-Seal for easy identification and protection in storage and shipping.

Spot-Seal's easy application without glue, string, tape or staples makes it a labor-saving wrap, too. It sticks only to

itself, requires no string or other fastenings. Adaptable to either manual or mechanical production packaging, Spot-Seal is available in rolls printed or plain, 600 lineal feet long and in usual widths from 12 to 48 inches.

SPECIAL TACKER

A special model stapling tacker, the T5 Outward-Clinch, manufactured by Bostitch, now makes it possible to drive and clinch staples in "hard-to-get-at" places where a blade cannot be inserted to clinch the staple.

The new tacker, a variation of the standard Bostitch model T5, automatically drives staples and turns the legs outward to clinch under or inside the work. Because no clinching blade is required the machine can be used anywhere, no matter how far in from an edge. It speeds up many fastening operations and simplifies many fastening problems.

Air conditioning and heating men will find the new machine the answer to the problem of fastening insulation around pipes and ducts where it is possible to insert a clinching blade. Other uses for the new tool include stapling seams of flexible corrugated that are too long for a blade to reach, attaching bracing and shock pads for shipping of fragile items and stapling shipping tags to corrugated containers. In the latter case, the turned-up staple points cannot damage the container's contents. This new model of the Bostitch T5 has many other uses for fastening material where a blind clinch is required or where a clincher blade cannot be inserted.

TIME-SAVING DUPLICATOR

If you had ever wished that you could just stamp out those large mailings of messages, notices, announcements, or short letters, your wish is immediately fulfilled by the self-inking Copy-Stamp illustrated here. This simple and labor-saving device operates on the principle of a duplicating machine, but it's much less trouble. You merely write or type the message and draw any design or illustration on one of the stencils supplied with the Copy-Stamp. The Copy-Stamp is then made ready for use simply by removing the outer frame, placing the stencil in position and replacing the frame.

With a gentle rolling hand pressure you produce as many copies as are needed. A child can make clean, legible copies with ease. The Copy-Stamp is

(Continued on Page 20)

Literature and prices of products mentioned can be obtained if you drop a post card to News Editor, SHIPPING MANAGEMENT, 425 Fourth Ave., New York 16, N. Y.

Companies having new product stories should send them to the same address.

Presenting
the **NEW**
GLUE-FAST
MODEL BX
**"HEAVYWEIGHT
CHAMPION"**
**LABEL
GLUER**



Model
illustrated
for labels up
to 6" wide.

IT'S BIGGER!
IT'S STRONGER!
IT'S THE MOST EFFICIENT LABEL GLUER YOU CAN USE!

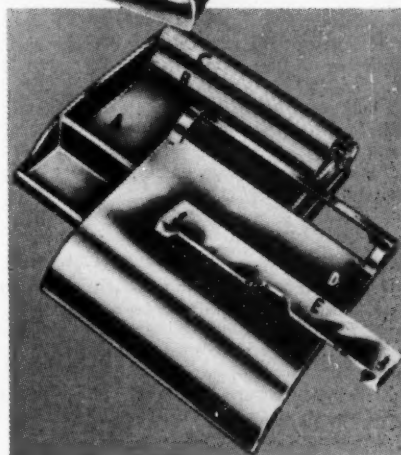
From GLUE-FAST... pioneers in the development of modern labeling methods, comes a new champion... a "Heavyweight Champion" that provides big-machine efficiency at phenomenally low cost. If you are now using labeling machines... or haven't yet discovered the advantages of this most modern of systems... NOW IS THE TIME TO TRY GLUE-FAST!

BETTER SHIPPING DEPARTMENT MANAGEMENT STARTS WITH GLUE-FAST! Here's why: Shipping labels can become part of business-form set. Un-gummed labels can be used... are more versatile and won't stick together under humidity conditions. GLUE-FAST enables you to use specific adhesives for varying surfaces. **ADD IT ALL UP**—and you have a more economical, efficient, error-reducing, fatigue-reducing **BIG-BUSINESS** system... regardless of the size of your enterprise!

FREE 10-DAY TRIAL OFFER!

Try **GLUE-FAST** at our expense. Just fill in and mail the coupon. We'll send you the "BX" **LABEL GLUER** illustrated and sample of the new **GLUE-FAST** paper & glass **LIQUID GLUE** that can stay in machine several days without crystalizing!

Prices of the Model BX Label Gluer begin with the 6" size at only \$17.50 complete. Other sizes at proportionately low cost.



Illustrated above: (A) Glue reservoir; (B) (C) Brass rollers; (D) Lift-off cover; (E) Guide bar.

Separate lift-off cover facilitates handling. All parts of Model "BX" are heavy die-castings, chrome-plated. Rollers are serrated brass. **GLUE-FAST** label gluers in 9" and 12" sizes are bronze castings.

Glue+Fast EQUIPMENT CO., INC.
9-11 WHITE STREET • NEW YORK 13, N. Y. • WALKER 5-0542

Manufacturers of
GLUE-FAST label gluers
and special purpose liquid glues

WE ATTACH HEREWITH OUR COMPANY LETTER-HEAD. Please send us a "BX" MODEL LABEL GLUER on 10 day free trial with generous supply of liquid glue... for adhesion to:

PER _____

TRAFFIC REPORTER

J. Leo Cooke, President of the J. Leo Cooke Warehouse Corp., Jersey City, New Jersey, addressed the Queens County Traffic Club on May 12th on the occasion of their "Warehousing and Perfect Shipping and Handling Night."

His subject was "Warehousing and Transportation and Modern Distribution."

This meeting was held in conjunction with the Perfect Shipping Month Program of the Atlantic States Shippers Advisory Board.

* * *

The University of Denver recently completed the organization of the new Division of Transportation and Industrial Traffic Management.

Under the program of the Division students may obtain the Bachelor of Science Degree in Business Administration or the Master of Business Administration Degree with a major in general transportation, airline-airport management, rail transportation, motor transportation, or industrial traffic management.

The School of Airline-Airport Management, a part of the new Division, has been offering courses and degrees for seven years. The graduates of the School hold important positions with airlines and airports throughout the nation and the world. Many of the nation's airline stewardesses took their training in the School.

* * *

The American Warehousemen's Association, Merchandise Division, has announced the establishment of a Speakers Bureau, to provide capable and qualified speakers for traffic, transportation, manufacturing and distribution groups who may be interested in knowing more about the functions of the public merchandise warehousing industry.

Program chairmen, trade association secretaries, and others making arrangements for meetings and conventions, may obtain further information from AWA's Merchandise Division, 222 West Adams Street, Chicago 6, Illinois.

* * *

Election of officers was held at the Nassau Suffolk Traffic Club at Stewart Manor Country Club, Stewart Manor, Long Island, New York.

Mr. Arthur R. John of Oxford Filing Supply Co., Inc., Garden City, President. James E. Potterton of the Nickel Plate Road, New York City, Vice President. Salvatore T. Fiore, Jr. of M & M Transportation Co., New York City, Secretary. A. W. Price, Jr. of Long Island Lighting Co., Mineola, Long Island, Treasurer. Salvatore J. Colasono of

Rubber Corporation of America, Hicksville, New York, Financial Secretary. Frank J. Bennett of Acme Fast Freight, New York City and Sidney Azarkowitz of Bedell Motors Service, New York City were elected to the board of governors.

* * *

The New York University, Chapter of the Delta Nu Alpha Transportation Fraternity at its April Meeting had the pleasure of listening to Mr. George S. Dart, Eastern District Manager, The Flying Tiger Lines who discussed Air Freight Transportation from its infancy to its present day operation.

Mr. Dart was a pioneer in this field and brought to light the many problems he had to encounter. His company at present is engaged in crystallizing its present position, initiating Foreign Air Transportation and reducing the time of ground transportation.

* * *

The April meeting of Cincinnati Chapter of Delta Nu Alpha Transportation Fraternity, Inc., was marked with a visit by Mr. Samuel T. Iden of Valparaiso, Indiana, Regional Vice President of the Fraternity. Mr. Iden presented Cincinnati Chapter with its charter and initiated all members into the Fraternity and also installed the recently elected officers in their offices.

Officers include:

President, Thomas A. Glassmeyer, The Richardson Co., Lockland
Vice-President, V. T. Powers, Cincinnati Chemical Co., Cincinnati

Second Vice-President, John J. Trotta, Railway Supply & Manufacturing Co., Cincinnati

Treasurer, J. M. Klopstein, General Electric Co., Lockland

Secretary, Robert E. Rolman, The Drackett Co., Cincinnati

Board of Directors:

E. E. Weber, Service Bureau Co., Cincinnati

E. F. Streib, Service Bureau Co., Cincinnati

John F. Heenan, St. Louis San Francisco Railway Co., Cincinnati

All members of Cincinnati Chapter are students at The University of Cincinnati Evening College, except Mr. Weber and Mr. Streib. These gentlemen are on the faculty of The Evening College and lecture in the classes on Transportation and Traffic Management.

**FREE
LITERATURE!
SEE PAGE 4.**

Packing A Punch

(Continued from Page 7)

integral part of the shipping picture, is discussed at some length, with suggestions offered for getting the most value out of this rapid service.

Exclusively written for *Better Shipping Manual* is John C. Hilly's report on methods used to combat pilferage and theft in export shipping. The article, in keeping with the theme of the issue, is a thoroughly scientific one, which does not take into account the "human" factor so recently blazoned across the pages of the press. In fact, it points the way to the future, when management in co-operation with government will be able to solve this very important shipping problem, once all the shippers begin to realize the need for the type of operation outlined.

Sections on packing, shipping, marking, shipping department efficiency, materials handling and traffic management are included in this year's issue, as well as the aforementioned parcel post, testing and export theft and pilferage articles. New articles as well as newly and exclusively written reviews of every phase of packing and shipping are included in this section.

As the Foreword states in its concluding paragraph: "The enterprising traffic and shipping executive will find that this is no 'shelf' volume. He will be keeping it on his desk for a long time to come, as an invaluable daily reference."

New Products

(Continued from Page 18)

different in that it comes to you already inked for thousands of copies. To re-fill, ink is applied through a convenient opening at the base of the easily removed handle. The ink feed to the stencil is entirely automatic and needs no special attention.

The printing area measures 2½"x4½". Its chrome finish frame and marbled handle make it an attractive adornment for desk in home or office. The ink cannot spill regardless of how it is handled or where it is placed. Mfd. by E. W. Moore Co.

NEW HUMIDITY INDICATOR

A new type of humidity indicator, designed for use in the dehydrated packaging of military materials and other products which must be kept in storage safe from moisture damage, known as a "bull's-eye", and intended to be assembled as an integral part of the container itself, is announced by The Davison Chemical Corporation. It is already in use in the packaging of certain of the currently produced missiles.

The new device is equipped with gaskets and metal fittings which permits it to be fastened to a nipple welded to the shell of the container, or package. A tight seal against moisture infiltration is thus provided. The bull's eye is

of glass and contains Tel-Tale indicating silica gel, a product which changes color from deep blue to light pink as it picks up moisture. The air within the container can circulate freely through the indicating gel and thus an easy visual means is provided for determining humidity conditions within the package without opening it.

The indicating "bull's-eye", although currently employed in large containers, can also be used with small packages such as individual spark plug containers.

2 CONVEYOR DIVERTING RAILS

Here is something you can do with a live roller conveyor that you cannot do with a power belt. Illustration shows simplified switching method by means of Metzgar's new diverting rail from live roller to spur.

Both the diverting rail and spur can be used at any point on the live roller conveyor, and clamp attachments make it easy to move the units to any desired position.

The wheel diverting rails can be remotely controlled for diversion at any one of a series of spurs, making complicated switching equipment unnecessary.

For specific information on the diverting rail or live roller conveyor, contact the manufacturer, Metzgar Company, thru Shipping Management.

News Review

(Continued from Page 17)

Drum Division, Continental Can Company, Inc., Van Wert, Ohio, was re-elected President for the ensuing year; A. J. Godshalk, Sales Manager, Fibre Drum Company, Chicago, Illinois, was re-elected Vice-President; R. E. Hall, Secretary-Treasurer, Pacific All-Fibre Drums, Inc., Alhambra, California, was elected Treasurer; R. F. Gumbert, Ply-fiber Container Corporation, Garwood, New Jersey, was appointed to serve as Assistant Treasurer. Glenn Mather continues as Secretary of the Association with headquarters at 100 East 42nd Street, New York 17, N. Y.

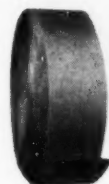
INTERCITY TRUCK TONNAGE IN 1952 GAINS SLIGHTLY OVER 1951

Intercity truck tonnage in 1952 showed an increase over the previous year's tonnage for the seventh straight year, according to figures compiled by the Research Department of the American Trucking Associations, Inc.

A strong rally in the final three months of the year enabled the intercity carriers to show a nominal gain of 0.4 percent over the 1951 tonnage totals.

During the first and second quarters of 1952, tonnage carried was four and three percent, respectively, below the same periods in 1951. The third quarter figures were only 0.6 percent under the same period for 1951, and the fourth quarter showed a seven percent increase over the final three months of 1951. The

(Continued on Page 23)



ORANGE CORE Gummed Tape SEALS FASTER

Orange Core gummed tape seals your cartons faster because it is *Supple-ized*.* Thousands of tiny cracks in the adhesive drink up water quickly, so Orange Core is ready for instant application. It bonds faster for the same reason. No time wasted, no excessive rubbing. Small wonder Orange Core is the world's largest selling gummed tape.

Get the money-saving facts on this better standard tape: mail the coupon today.



A product of **HUDSON PULP & PAPER CORP**

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*Copyright

SEND FOR FREE FOLDER

HUDSON PULP & PAPER CORP.

Dept. 310, 505 Park Ave., New York 22, N. Y.

Send me "How to make your shipping dollars go further," telling ways we can save money with Orange Core.

NAME _____
COMPANY _____
ADDRESS _____
CITY _____ ZONE _____ STATE _____

Did you know?

Only Gummed Tape
sells as it
safeguards

Of all closures, only Gummed Tape becomes a salesman for you. For just a few cents per roll, the tape is imprinted with your company name, trade-mark or message. Your carton is then a traveling advertisement.

Printed Gummed Tape provides better protection, too. It discourages pilfering... because the thief cannot duplicate your exclusive seal. And its adhesive barrier keeps dust, grime and moisture out of the carton.

Thus only Gummed Tape displays your message while it protects your merchandise. So seal with Gummed Tape...the only form of closure that does so much for so little.

Perfect Sealing Month

(Continued from Page 9)

advising the Merchants that a new advertising piece will be made available to them by their regular source of supply. This advertising material will bear the caption, "Do You Use Gummed Sealing Tape—The One Form of Closure That Does So Much For So Little?"

This promotional piece is designed to be used by the Paper Merchant as envelope stuffers, hand-outs, etc. Provision has also been made for imprinting the name of the Merchant or Manufacturer on the reverse side of the folder.

3—Further activity in this campaign will take the form of cooperation by the member's sales forces in working with the merchant and holding jobber's sales meetings. Also, there is to be continued distribution both from Association Headquarters and through the members themselves of the Association's other promotional pieces such as the instruction manual, "What Every Shipper Should Know," wall chart, "It Pays To 'Seal It Right With Gummed Tape,'" test folder, "Why Gummed Sealing Tape," and an executive brochure, "After All Your Planning." This literature, outlining the proper methods of using Gummed Sealing Tape and also the merits of the product when tested against competitive methods of closure, is distributed to the shipper free of charge.

Mr. John A. Shartle, Chairman of the Association's Educational and Advertising Committee, recently stated, "The aggressive paper merchant who utilizes our 1953 campaign in seeking out the profitable and repeat market for Gummed Sealing Tape, will undoubtedly increase his share of the tremendous Sealing Tape market, which for the merchant, lies just outside his warehouse door."

"Listen, Mr. Traffic Mgr."

(Continued from Page 14)

telegrams, and the convenience of giving suppliers information. These could conceivably amount to a sizeable quantity.

We have also found in the investigation that it is extremely economical to have a public warehouse handle material and that the cost per carton of material could conceivably be lower than establishing and running one's own warehouse.

Another method of distribution, used by one of the company's largest manufacturers is one whereby they ship truckloads of material to the various cities and upon arrival have a contract local carrier break up and distribute the load to the various companies. This method eliminates any problems in regard to inventory control and the like, but it's success depends upon the volume of material going into any particular area and

(Continued on Page 26)

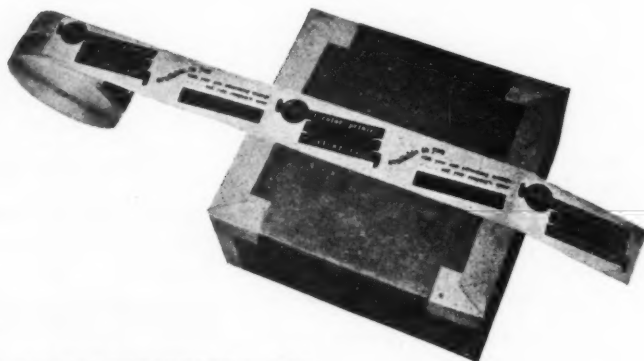


4 COLOR PRINTED KRAFT GUMMED SEALING TAPE

+ ADDED ADVERTISING FREE

YOUR CARTONS AND PACKAGES CAN NOW BE COLORFUL ADVERTISING VEHICLES FOR YOU ... CARRYING YOUR OWN MESSAGE OR TRADE MARK ... AT NO EXTRA COST.

**A SINGLE ROLL OF 600 FEET CONTAINS 600 TWELVE INCH MESSAGES PRINTED IN FOUR COLORS ... 250 ROLLS (3") GIVE YOU 150,000 MESSAGES.
A REPETITIVE ADVERTISING VEHICLE ADDED TO A NECESSARY SEALING TAPE**



NOW BEING USED BY MANUFACTURERS AND DISTRIBUTORS THROUGHOUT THE UNITED STATES.

FREE IDEAS AND SKETCHES SUBMITTED WITH 25 BUNDLE MINIMUM ORDERS.

THE STANDARD COLORS ARE YELLOW, RED, BLUE AND BLACK.

ATLANTIC GUMMED PAPER CORPORATION
PRINTED TAPE DIVISION
1 MAIN STREET • BROOKLYN 1, N.Y.

BRANCH OFFICES: PHILADELPHIA • PITTSBURGH • CHICAGO • BUFFALO • BOSTON • HAVANA

SHIPPING MANAGEMENT, MAY, 1953

News Review

(Continued from Page 21)

figures were compiled from reports by 1,301 intercity Class I carriers to the Interstate Commerce Commission.

Using 1941 as a base of 100, the 1952 tonnage brought the truckloading indexes to new highs, both for the fourth quarter, at 246, and for the full year at 247.

On a regional basis, the greatest increase in tonnage for 1952 was shown in the Rocky Mountain area, which had a 9.7 percent gain over the previous year.

A. W. GAULKE NAMED SALES ENGINEER FOR VANANT CO.

Mr. Lloyd van Antwerpen, vice president and general manager of Vanant Company, Inc., has announced the appointment of Mr. A. W. Gaulke as sales



A. W. GAULKE

engineer. Mr. Gaulke previously spent four years as sales and designing engineer for a leading midwestern architectural woodworking manufacturer.

Mr. Gaulke will specialize in the development and sales of fragile item packaging.

A.T.A. SURVEYING TRAFFIC MGRS. TO IMPROVE SHIPPER SERVICE

A nation-wide survey of traffic managers to determine means of improving motor carrier service to shippers has been begun by the Customer Relations Council of the American Trucking Associations, it was announced by Donald Maentz, Grand Rapids, Michigan, vice president of Associated Truck Lines, Inc., and Chairman of the Council.

The survey, which will seek among other things to establish overall figures on freight movements, how the movements are divided among the several forms of transportation, and the cost of transportation in relation to commodity prices, will be conducted under the general direction of Charles A. Taff, professor of Transportation at the University of Maryland, with the assistance

Swell work, Jackson! your shipping dept. really got out the orders last month—that Trojan IMPERIAL Gummed Tape is what you needed!



Call Your Paper Merchant

THE GUMMED PRODUCTS COMPANY • TROY, OHIO

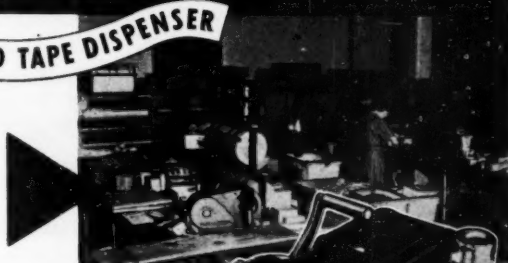
SETS THE PACE

THE CLIP-A-TAPE

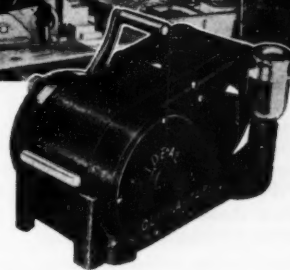
for HEAVY-DUTY SHIPPING

GUMMED TAPE DISPENSER

Shipping room of the A. S. Aloe Co. of St. Louis, showing part of the battery of 16 Clip-A-Tapes—used in sending out a steady day-after-day stream of hospital and sick-room equipment.



**Rugged!
Dependable!
Time-Saver!**



- Moistens, Measures, Cuts Up to 3 Feet in 1/2 Second! Handles any gummed tape—regular, cloth, reinforced or string-filled—up to 3" wide.
- Self-Sharpening Knife. Positive shear action.
- Trouble-Free Feed Mechanism. New non-spring principle.

FREE! "IDEAL SHIPPING GUIDE"

Handy, money-saving shipping room hints

IDEAL

STENCIL MACHINE CO.

109 Iowa Ave., Belleville, Illinois





The front office will expect the best shipping record this month. And that's easy, this month and every month, with Gummed Sealing Tape

because—

Gummed Sealing Tape
Guarantees Safest Transit



Gummed Sealing Tape

gives you— in addition to safe arrival of goods at destination:

free advertising space
ease of application
moisture resistance
lowered "damaged goods" claims
ready availability
neat, business-like packages



If you don't already use Gummed Sealing Tape, try it in May and prove it is the perfect closure for year-round closure satisfaction. Find out about "the one form of closure that does so much for so little." Mail the coupon today.

THE GUMMED INDUSTRIES ASSOCIATION, INC.
19 WEST 44TH STREET, NEW YORK 36, N. Y.

Please send test results and shipping data to:

Name.....

Title.....

Firm Name.....

Address.....

City..... State.....

B5 → USE THIS COUPON NOW

of Floyd C. Day, secretary of the Customer Relations Council.

A total of 15,000 of the nation's leading manufacturing and service organizations will be reached through their traffic managers in the course of the survey. Their answers to the questions submitted to them will constitute the basis of a report to be made by Professor Taft.

P. C. COOKE ELECTED EXEC. V-P INTERNATIONAL STAPLE & MACHINE

The Board of Directors of International Staple and Machine Company, Herrin, Illinois, announced, following the annual stockholders meeting that Philip C. Cooke has been elected Executive Vice President.



PHILIP C. COOKE

In making the announcement, Charles R. Anthony, President, stated that Cooke, a member of the Philadelphia management firm of Worden & Risberg, will continue to occupy the post of General Manager, and senior operating executive of the corporation.

VAN HORNE APPOINTED SALES MGR. BOXBOARD OF A. GAIR DIV.

J. C. Hendricks, general sales manager of the folding carton division of Robert Gair Company, Inc., New York, has announced that James G. Van Horne, Jr.,



JAMES G. VAN HORNE, JR.

has been appointed sales manager, boxboard, American Coating Mills division of the Gair company. His headquarters will continue to be at the Elkhart, Ind., plant.

LAMSON ANNOUNCES FIELD APPOINTMENTS

J. M. Ilacqua has been appointed field engineer for the Lamson Corporation, Syracuse, N.Y., in the western New York territory. Mr. Ilacqua has had considerable experience in the application of Airtubes and conveying equipment as well as Lamson Billmyre blowers.

Mr. Ilacqua has worked for Lamson for 25 years, interrupted by three years of service in the United States Army, Corp of Engineers. After discharge, he worked as a mechanic as part of training toward the position of field engineer while attending evening classes at Syracuse University. He spent four and one half years in Cheshire, Conn., office as a field engineer and is now located in Buffalo, residing at 115 Lorfield Drive.

He is a member of the Niagara Frontier Chapter of the American Materials Handling Society and is also affiliated with the American Legion.

John Kaymen has recently been appointed field engineer in the Los Angeles office. Mr. Kaymen is a graduate of the Massachusetts Institute of Technology with a degree in mechanical engineering. His previous experience includes a position as coordinator of product research and development for another company.

NEW FIRM TO DEVELOP HOBBY OF BUILDING NOVELTIES FROM BOX BOARD

Millions of corrugated paper shipping boxes are used by manufacturers every week serving only one purpose—to ship their products. The tremendous consumer advertising value of these boxes

"RED" sez:

There is no better closure method than gummed tape. There is no better gummed tape than REDCORE.

Rexford
PAPER COMPANY
MILWAUKEE 3, WIS.

is completely ignored. A promotional firm was organized called Constructo-Board Corp., to develop and promote the after-use of corrugated shipping cartons.

The program being developed is a hobby idea. By supplying detailed, full-scale plans to be pasted on corrugated board, anyone can make toys, sewing boxes, tool chests, etc. To obtain the plans a person would be required to mail a Construct-O-Project Coupon which would be printed on corrugated boxes (the coupon is part of the usual printing requested by manufacturers). There will be no charge to the manufacturer for the Construct-O-Project Coupon on his shipping box. The manufacturer can tie up with the national advertising program planned by Constructo-Board Corp. by directing the attention of their prospective audience to the valuable project plans obtainable by cutting out and mailing the Construct-O-Project Coupon that appears on *their* corrugated box.

ON OUR COVER

(Continued from Page 7)

to discontinue the use of any special wetting agents.

Another important benefit in selecting Blue Ribbon was made practical by its great strength, as the move enabled them to reduce tape weight from a 45 lb. to a 35 lb. test.

Finally, the reliability and permanence of the Blue Ribbon closure proved valuable. A. J. Lukes, Jr., Merchandising Manager for the company, explains: "In the assembly of our Head Sets and Full Sets, it is extremely necessary to secure the package firmly because of the assorted contents of the materials. If the folders are not taped firmly and secured, the parts will shift in transit, and delicate components of paper and cork could be damaged. But Blue Ribbon always holds firmly, and the first roll of a carload of this tape does not differ from the last roll. We are proud to say that Blue Ribbon Superstandard Gummed Tape is our choice for this operation."



Traffic Managers



Shipping Executives



Here Are the Answers To Your Shipping and Traffic Problems!

BETTER SHIPPING MANUAL

BETTER SHIPPING MANUAL contains information and data on hundreds of subjects that crop up daily. The articles on Military Packing are up-to-the-minute and invaluable to every industrial shipping department executive.

Subjects covered include the following:

- Military Packing
- Shipping Department Management
- Pallets and Unit Loads
- Materials Handling
- Containers
- Sealing Methods
- Traffic Management

And other important and authoritative articles.

Right now you are busier than ever, and BETTER SHIPPING MANUAL will give you scores of practical, usable ideas and methods that are worth a hundred times the cost. 122 file-size pages—compiled and written by men who know their jobs! The guide to equipment and supplies is of constant use.

This book selling for \$3.00 is guaranteed satisfactory, or money refunded. Fill out the coupon today!

5-53

SHIPPING MANAGEMENT, INC.
425 Fourth Avenue, New York 16, N. Y.

Send me a copy of BETTER SHIPPING MANUAL. I enclose \$3 ☐ or bill me. ☐

Name Position

Company

Address

TAG SHIPMENTS FASTER



WITH HANSEN TACKER



ONE-HAND

Here is the modern, efficient way to attach tags or linings to shipping crates, to stitch cardboard cartons, to close heavy sacks, and to do hundreds of other fastening jobs.

The Hansen Tacker drives home double-pointed tacks, even in hardest wood. Compound leverage and powerful spring do the work for you. Operate the tacker with one hand, driving tacks as rapidly as you can grip. Holds scores of tacks, and reloads almost instantly. Choose from many models.

WRITE FOR BOOKLET

HANSEN A. L. HANSEN MFG CO.

4025 UNIVERSITY AVE. CHICAGO, ILL. 60647

JUST PRESS THE KEY and you know the postage!

DETECTO POST-O-METER

- **Saves Postage—**
The package weighed on this Parcel Post Scale will not carry too many—or too few—stamps.
- **Saves Time—**
Speeds mailing department flow. Ends weighing bottlenecks. Simply press the zone key. One figure shows the exact postage. No postage-due delays... ever!



DETECTO

DETECTO SCALES INC.

140 PARK AVE. • BROOKLYN 5, NEW YORK

"Listen, Mr. Traffic Mgr."

(Continued from Page 22)

the frequency of such shipments. Only the larger companies could enter into such an agreement.

All distribution methods, of necessity, to show a saving, must consider enough volume to warrant a reasonable if not the cheapest rate available. This conceivably could be carload lots.

A second factor to consider in distribution, is that if one warehouse does not require enough volume to make up carload lots, the car might be loaded for stop-off privileges for one and then continue to the final destination. This would be relatively inexpensive and might show a saving.

In some instances such as the case as we have stated on west coast manufacture and distribution part of the saving on the transportation cost incurred might be passed onto the consignee as further inducement to purchase larger quantities and more frequently. This would in effect serve partially to equalize transportation costs throughout the country.

AMA Holds Packaging Seminar

(Continued from Page 16)

line personnel, setting up a specifications program for purchase of materials, establishing and using production line standards, considerations in laying out the line, minimizing material and manpower losses, and providing equipment and facilities in accordance with agreed package standards.

The second of these seminars was for industrial goods manufacturers. Participants took up functions and responsibilities of the packaging section, development of new packages, package testing, materials, production line considerations, relationship of packaging and materials handling, loading and unloading of trucks and railroads, personnel needs and training, purchasing, cooperation with other divisions, planning, scheduling, controlling, reducing operating costs, care of machinery and equipment, and good housekeeping.

Pallets Discussed At Philly Siphmhe Meeting

The Philadelphia Regional Division of the Society of Industrial Packaging and Materials Handling Engineers, was addressed by Mr. Ford McGowen, Sales Manager, Clinch-Tite Pallet Corp., on the use of pallets their construction and maintenance and during his formal remarks confined his discussion mainly to pallets and palletizing in general. A very active question and answer session followed.

Prior to the principal speaker's introduction President Clattenburg called on Mr. Joseph Nobel of the Philadelphia Naval Aviation Supply Depot. Mr. Nobel,

a member of the local chapter, discussed as far as security regulations permitted his recent trip to Iceland to survey packaging methods.

LCL Freight Handling Conference Held in N. Y.

Railroad operators serving the Port of New York and engineers representing the major materials handling equipment manufacturers met in a day-long conference at the Hotel Commodore to discuss mutual problems in the field of less-than-carload freight handling.

The conference was sponsored by the New York Chapter of the American Materials Handling Society. The program consisted of discussions by both groups regarding new developments in their respective fields. A sizeable amount of time was devoted to the railroads' most vexing problem in connection with less-than-carload freight handling—the high costs involved in moving materials at transfer points.

Mr. A. K. Strong of the American Cyanamid Company, past president and a director of the New York Chapter of A.M.H.S., was chairman of the conference.

Roberts Appointed

(Continued from Page 16)

and John Mount, Insurance Company of North America, Philadelphia, eastern regional director.

All have been presidents of SIPMHE chapters and national directors.

New SIPMHE national directors for 1953 announced by Price are R. H. Freeman, Miller Wrapping and Sealing Machine Co., Chicago, and W. L. Utley, Towmotor Corp., Cleveland.

PAC Regional Conference Is Held In Ontario

Second largest event of the year for Ontario packagers, the PAC Ontario Regional Conference, was held in London Ont., this month. Next to the annual meeting and exposition of Packaging Association of Canada, the regional conference affords members of the \$650,000,000 packaging industry a mid-season opportunity of meeting to discuss the latest trends and compare individual discoveries through actual case histories.

According to B. V. Schaub, general chairman of the one-day meeting, "the 1953 Ontario Regional Conference has been planned around the control factor in packaging. It seems apparent that many Canadian manufacturers are not yet aware of the newer developments in packaging that can improve quality and at the same time reduce costs. This generally does not mean the use of cheaper materials, but rather a sound application of the latest technical developments. The

TURN "WASTE" INTO PROFIT

Shred NEWS, MAGAZINES, OLD FILES
into excellent shredded paper

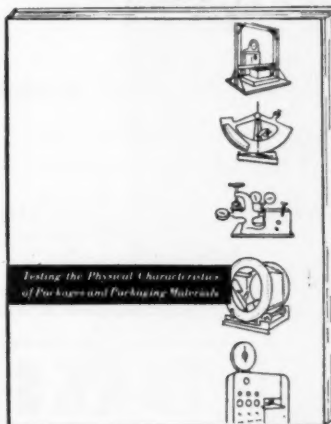


The famous "Silver 10" paper shredder makes a first class packing material at amazing speed for its low cost. Write today for complete details including information on the FREE TRIAL.

INDUSTRIAL SHREDDER & CUTTER CO.
707 S. Ellsworth Ave. Salem, Ohio

Package Testing Means

Substantial
Savings
Reduced
Damage



Perhaps you can do a more effective packaging job less expensively. Perhaps you need a basic change in your container to save loss and damage.

Even companies with their own packaging departments can use the fresh viewpoint and broad experience of a competent outside professional organization to effect substantial savings. This is our business. We do not sell packaging materials of any kind; we do save many companies money and headaches. This booklet tells you something about our service.

Write for "Testing the Physical Characteristics of Packages & Packaging Materials"

CONTAINER LABORATORIES, INC.
45 East 22nd Street New York 11, N. Y.

METZGAR "LIVE ROLLER" Power Unit

FOR HORIZONTAL
POWER APPLICATION
IN CONVEYOR AND
PRODUCTION LINES

Metzgar "Live-Roller" Power Units offer a wear-resisting metal transmission surface that outlasts belt type units many times over for handling hot or sharp edged articles.

They are offered in various lengths and are readily adjustable for height.

Rollers may be specified for any spacing (1 to 5 rollers per foot) either above or below the channel frame.

For economy in power units, your best buy is a Metzgar.

WIDTHS
11½", 15", 18", 24"

BALL-BEARING
THROUGHOUT

MORE DURABLE
THAN BELT TYPE

PERMANENT OR
PORTABLE BASE

PHONES:
STEVENSON
2-8276
or
STEVENSON
2-8277

FRANK HANLINE & SONS

REPRESENTATIVES

1009-1011 Dauphin St.

PHILADELPHIA

PENNSYLVANIA



Sealed stronger with only two strips, because

SNAKE TAPE is reinforced

FREE sample and facts — write Angier Corp., Framingham 9, Mass.



TANKS BY COOPER

Everything for
PACKAGING

U/L Approved Wax &
Plastic Dip Tanks—Auto-
matic Dip Tanks for Fin-
gerprint Neutralizer, Metal

Cleaning, Rust Proofing—Humidity Indicator Cards—Silica Gel—
Strip Coating—Dipping Wax

JOBBERS AND DISTRIBUTORS WANTED

D. C. COOPER Co.

1467 S. MICHIGAN AVE. HA. 7-8046 CHICAGO 5, ILL.

objective of the conference is to show what several large packaging users have accomplished along these lines."

Loss & Damage Claims High

(Continued from Page 12)

\$9.78, "and a further reduction is in prospect for 1952. It can be done! What applies to canned goods is equally applicable to most case goods of uniform size."

Role of Shippers

Shippers can do much to keep their goods from damage in transit, according to Mr. White. He suggested use of containers that are designed to withstand the weight of the mass behind them in case of impact, proper storage of paper and paperboard containers to avoid brittleness resulting from drying, and reporting to the carrier the need for special cleaning of cars when they have carried bulk salt, chemicals, oil, grease, asphalt, batteries, and other commodities that might contaminate the car floor.

IMPACT!

PARDON US
IF WE KEEP
HAMMERING
AT THIS
SUBJECT...

But we must

STOP ROUGH HANDLING

To

**SATISFY SHIPPERS
AND KEEP TRAFFIC
ON THE RAILS**

Cars stopped for partial unloading in transit contribute more than their share to damage, Mr. White reported. Some shippers bulkhead each stop portion separately, eliminating error in the identity of the several shipments and usually making it unnecessary to rearrange the load for subsequent destinations. "In most cases the extra cost is no greater than the allowance made to have the job done improperly."

The railroads are improving their facilities and making other efforts to reduce damage, Mr. White said. Permanent anchor plates are being installed in box cars

for use with steel strap to secure the lading. Most of the larger railroads are using impact registers to check the handling of cars and the resistance of containers.



Union Pacific has been carrying out an educational campaign among its employees to make them damage-reduction-minded. All employees have viewed sound-color motion pictures dealing with handling of less-than-carload-lot merchandise and with careful car handling and yard operations. Loss and damage prevention subjects are discussed at periodic employee meetings. Posters are kept on bulletin boards, and a magazine dealing with prevention topics is distributed bi-monthly. Union Pacific built an exhibiton box car with a Plexiglas side wall to illustrate the effect of rough handling on lading and showed it with a simulated load to switch crews, train crews, and yard forces.

"Shippers and receivers can rest assured that the railroads of the United States are making an honest effort," Mr. White concluded. "The railroads appreciate the cooperation and help of the shippers and receivers and hope that they, too, will continue to work on the problem as they have been doing since the war. With that kind of mutual assistance, victory is assured."

Government agencies require proof of charges on all except parcel post shipments in the form of transportation receipts signed by representative of the carrier



Eighty-three highway postoffices, similar to railroad postoffices, now give an expedited service to large areas, and the number of these traveling postoffices is rapidly growing.

MEN — METHODS — MATERIALS

CUT YOUR COSTS
with
NEW JERSEY Wire Stitching MACHINES



Model M — Bottom Stitcher

You can now save up to 4¢ a carton by wire stitching the bottoms of your cartons! Hundreds of dollars every month can be saved through efficient use of New Jersey Wire Stitchers. Over 150 different types of stitchers. There is a machine for every use you may have. You can save on labor and material costs yet have stronger and faster production. To find out how much you would save—have one of our engineers survey your operations. There is no charge or obligation. Write today for free, illustrated folder.

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PRACTICAL HANDBOOK OF INDUSTRIAL TRAFFIC MANAGEMENT

by Richard C. Colton
General Traffic Manager, RCA Victor Division, Radio Corporation of America

**A clear explanation of
the traffic manager's
work**



This new book provides a working understanding of the fundamentals of industrial transportation . . . covering the entire field from the practical operating viewpoint of an industrial traffic manager who has spent 23 years in the traffic management field. \$6.00 per copy

SHIPPING MANAGEMENT

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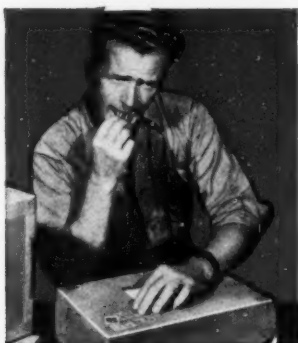
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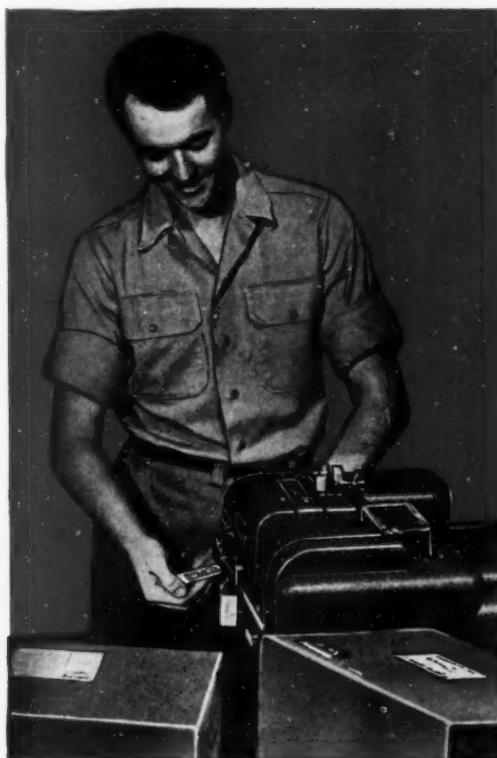
Hunt and pick—through the stamp box—for stamps of the right amount



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The modern way. Metered parcel post is fast, clean, efficient, economical



Just like the pony express!

How's that?

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The meter can be set for any amount of postage you want to buy, always has the right stamp! No need to tie up lots of money in stamp inventories. Fewer trips to the postoffice! No stamp sheets to separate and count. No tin box! Postage in the meter is always protected from loss, damage, borrowing! And visible registers show postage used and on hand! Saves precious hours spent in parcel mailing.

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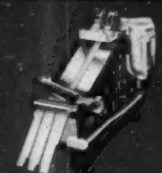
Counterboy 500-C



Better Pack 50
for retail stores, pre-packs



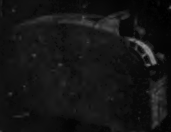
Counterboy Factory Model
for narrow tape, Tape-Strap



Counterboy Model B Comb



Packer 3-S
takes 3" width, 1 or 2 rolls



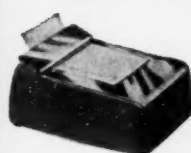
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slits 1" pressure sensitive tape



Big Inch No. 40 for pressure
sensitive industrial tape

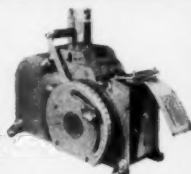


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dispensers, gummed tape printers, label and
envelope moisteners, attachments and accessories—
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